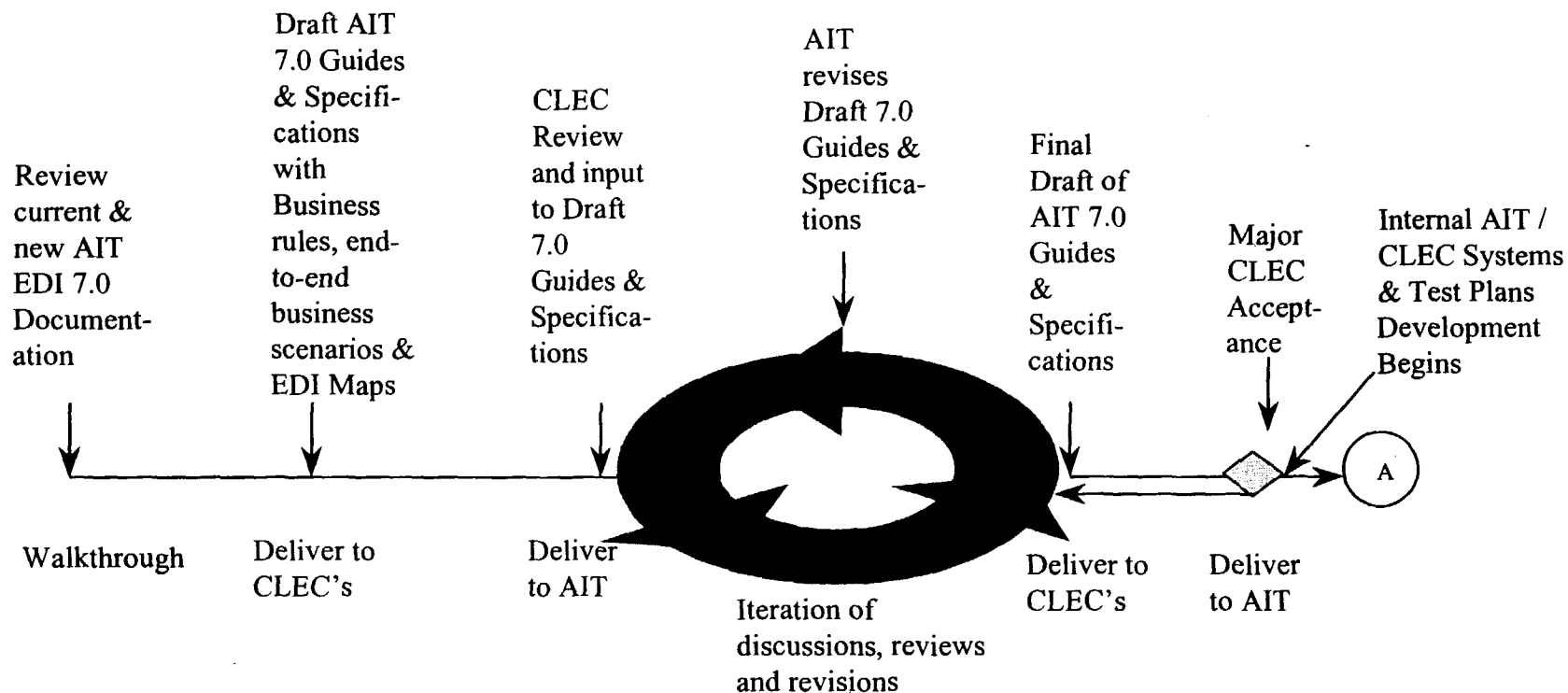


PROPOSED TIMELINE FOR ISSUE 7.0 IMPLEMENTATION



PROPOSED DATES:

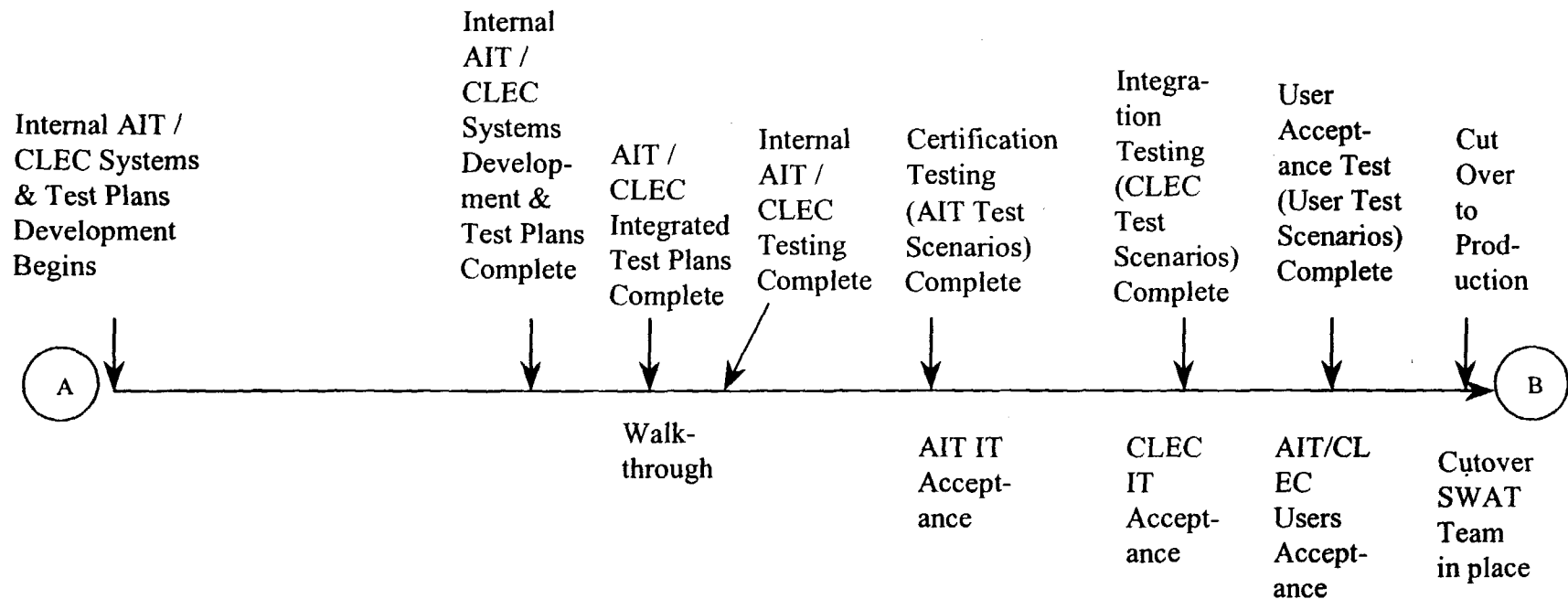
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5/9/97

Proposed by AT&T, MCI, Sprint

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PROPOSED TIMELINE FOR ISSUE 7.0 IMPLEMENTATION



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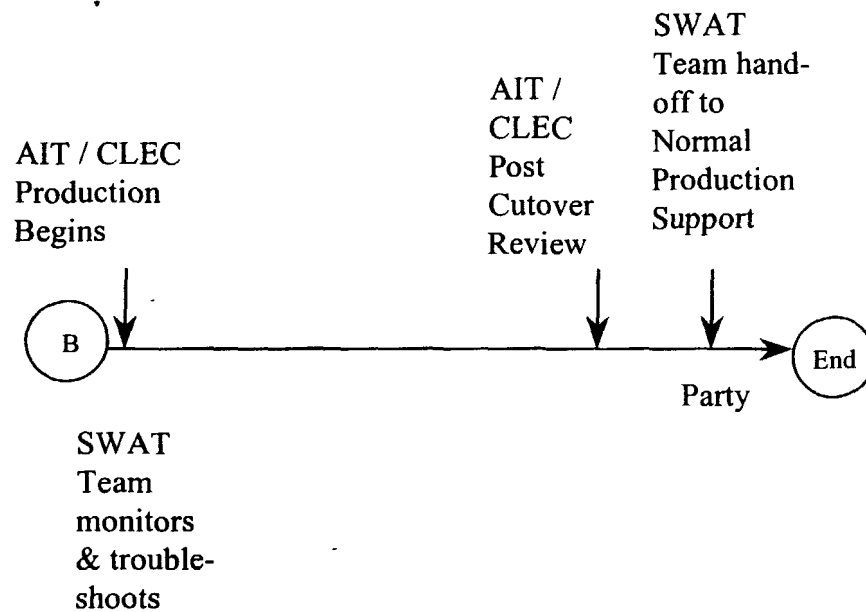
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5/9/97

Proposed by AT&T, MCI, Sprint

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PROPOSED TIMELINE FOR ISSUE 7.0 IMPLEMENTATION



PROPOSED DATES:

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5/9/97

Proposed by AT&T, MCI, Sprint

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ILLINOIS COMMERCE COMMISSION
On Its Own Motion

No. 96-0404

Chicago, Illinois

May 6, 1997

Met pursuant to notice at 10:00 a.m.

BEFORE:

MR. MICHAEL GUERRA, Administrative Law Judge

1 APPEARANCES:

2 MS. LOUISE A. SUNDERLAND
MR. LINCOLN JANUS
3 MR. MARK KERBER,
225 West Randolph Street
4 Chicago, Illinois
Appearing for Ameritech;

5

6 MAYER, BROWN & PLATT, by
MR. CHRISTIAN F. BINNIG
7 190 South LaSalle Street
Chicago, Illinois 60603
8 Appearing for Ameritech Illinois;

9

10 MR. WILLIAM A. DAVIS, II
MS. JOAN MARSH
227 West Monroe Street
11 Chicago, Illinois 60606
Appearing for AT&T Communications
12 of Illinois, Inc.;

13

14 MR. G. DARRYL REED
MR. CARMEN L. FOSCO
MR. DAVID MCGANN
15 160 North LaSalle Street, Suite C800
Chicago, Illinois 60603
16 Appearing for Staff of the Commission;

17

18 MR. GARY M. COHEN
1615 M Street, NW, Suite 700
Washington, D.C. 22091
19 Appearing for MCI;

20

21 MS. LINDA L. OLIVER,
555 13th Street, NW
Washington, D.C. 20004
22 Appearing for Comptel and LCI;

1 APPEARANCES (Cont'd)

2 ROWLAND & MOORE, by
3 MR. STEPHEN J. MOORE
4 55 East Monroe Street, Suite 3230
Chicago, Illinois 60603
Appearing for Teleport Communications
5 Group;

6 MS. JULIE THOMAS BOWLES
7 8140 Ward Parkway
Kansas City, MO 64114
8 Appearing for Sprint Communications
Company, L.P., d/b/a Sprint
9 Communications, L.P.;

10 MR. CALVIN MANSHIO
11 4753 North Broadway Avenue, Suite 732
Chicago, Illinois 60640
12 Appearing for the Cable Television and
Communications Association of Illinois;

13
14 MR. DENNIS V. MUNCY,
306 West Church
15 Champaign, Illinois 61821
Appearing for SDMS Illinois Services,
16 Inc.;

17
18 SCHIFF, HARDIN & WAITE, by
MS. CARRIE HIGHTMAN,
7200 Sears Tower
19 Chicago, Illinois 60606
Appearing for Consolidated Communications, Inc.

1 APPEARANCES: (Cont'd)

2
3 OFFICE OF THE ILLINOIS ATTORNEY GENERAL, by
4 MS. JANICE DALE
5 100 West Randolph
6 Chicago, Illinois 60601

7 Appearing for the People of the State of
8 Illinois.
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19 SULLIVAN REPORTING COMPANY, by
20 Kerry L. Knapp, CSR
21 Michael R. Urbanski, CSR
22 Cariann Wagner, CSR

I N D E X

<u>WITNESSES:</u>	<u>DIRECT</u>	<u>CROSS</u>	<u>REDIRECT</u>	<u>RECROSS</u>	<u>JUDGE</u>
RACHEL FOERSTER	1641	1645 1676	1679	1682	1681
DAVID H. GEBHARDT	1686	1688 1693			
DAN KOCHER	1720	1722 1735	1750	1752	
ROBERT MEIXNER	1757	1759 1843			

E X H I B I T S

<u>AMERITECH</u>	<u>FOR IDENTIFICATION</u>	<u>IN EVIDENCE</u>
No. 12.0 and 12.1	1641	1644
No. 1.4 and 1.5	1686	1719
No. 10.0 and 10.1	1720	1721
No. 11.1 and 11.0		1759
AT&T		
Nos. 13 thry 15	1648	1676
No. 16	1767	1843
No. 17	1771	1843
No. 18	1773	1843
No. 19	1810	1843
No. 20	1818	1843
No. 21	1832	1843

1 JUDGE GUERRA: Pursuant to the direction of
2 the Illinois Commerce Commission, I now call
3 Docket No. 96-0404, this matter being an
4 investigation concerning Illinois Bell Telephone
5 Company's compliance with Section 271(C) of the
6 Telecommunications Act of 1996.

7 May I have the appearances for the
8 record.

9 MR. MCGANN: On behalf of the Staff of the
10 Illinois Commerce Commission, David McGann,
11 Darryl Reed, and Carmen Fosco, 160 North LaSalle
12 Street, Suite C-800, Chicago, Illinois 60601.

13 MR. DAVIS: On behalf of AT&T Communications
14 of Illinois, Inc., Bill Davis and Joan Marsh, 227
15 West Monroe Street, 13th Floor, Chicago 60606.

16 MS. DALE: On behalf of the People of the
17 State of Illinois, Janice Dale, Office of the
18 Illinois Attorney General, 100 West Randolph,
19 Chicago, Illinois 60601.

20 MS. BOWLES: On behalf of Sprint
21 Communications Company, L.P., Julie Thomas
22 Bowles, 8140 Ward Parkway 5 East, Kansas City,

1 Missouri 64114.

2 MR. COHEN: On behalf of MCI, Gary Cohen, law
3 firm of Blumenfeld & Cohen, 1615 M Street
4 Northwest, Suite 700, Washington, D.C. 20036.
5 And with me from the corporation is Matt Burns.

6 JUDGE GUERRA: Any other appearances?

7 MS. OLIVER: On behalf of the Competitive
8 Telecommunications Association, Linda Oliver, 555
9 13th Street, Northwest, Washington, D.C. That's
10 Hogan & Hartson. Also on behalf of LCI for the
11 purposes of entering the stipulated testimony.

12 MR. BINNIG: Christian F. Binnig of the law
13 firm of Mayer, Brown & Platt, 190 South LaSalle
14 Street, Chicago, Illinois 60603 on behalf of
15 Ameritech Illinois.

16 MR. MANSHIO: On behalf of the Cable
17 Television and Communications Association of
18 Illinois, Calvin Manshio, the firm of Manshio and
19 Wallace, 4753 North Broadway, Suite 732, Chicago,
20 Illinois.

21 MR. MUNCY: Dennis K. Muncy, 306 West Church,
22 Champaign, Illinois 61821 for SDMS Illinois

1 Services, Inc.

2 MS. HIGHTMAN: Carrie J. Hightman, Schiff,
3 Hardin & Waite, 7200 Sears Tower, Chicago,
4 Illinois 60606, appearing on behalf of
5 Consolidated Communications, Inc.

6 MR. MOORE: Stephen J. Moore, Rowland &
7 Moore, 55 East Monroe, Suite 3230, Chicago,
8 Illinois 60603, on behalf of Teleport
9 Communications Group, Inc.

10 JUDGE GUERRA: Any other appearances?

11 MS. SUNDERLAND: Additional appearances for
12 Ameritech Illinois, Louise A. Sunderland, Lincoln
13 Janus, and Mark Kerber, 225 West Randolph Street,
14 Chicago, Illinois 60606.

15 JUDGE GUERRA: Any other appearances? Let
16 the record reflect there are no other
17 appearances.

18 Okay. Any preliminary matters? There
19 being none, let's get started.

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1 (Whereupon, Ameritech
2 Exhibit Nos. 12.0 and 12.1 were
3 marked for identification,
4 as of this date.)

5 MR. BINNIG: Your Honor, we would call as our
6 first witness Ms. Rachel Foerster.

7 JUDGE GUERRA: Ms. Foerster, stand and raise
8 your right hand.

9 (Witness sworn.)

10 RACHEL FOERSTER,
11 called as a witness herein, having been first
12 duly sworn, was examined and testified as
13 follows:

14 DIRECT EXAMINATION

15 BY

16 MR. BINNIG:

17 Q Ms. Foerster, could you state your full
18 name and business address for the record,
19 please.

20 A Rachel E. Foerster, 39432 North Avenue,
21 Beach Park, Illinois 60099.

22 Q Ms. Foerster, let me show you what's been

1 marked for identification as Ameritech Illinois
2 Exhibit 12.0. It consists of seven pages of
3 typed questions and answers. And accompanying
4 that is a document identified as the Electronic
5 Service Ordering Guide, Version 3.3.

6 Looking first at Exhibit 12.0, is this
7 your direct testimony in this proceeding?

8 A Yes.

9 Q Was it prepared under your supervision or
10 direction?

11 A Yes.

12 Q Do you have any additions or corrections
13 you would like to make to Ameritech Illinois
14 Exhibit 12.0?

15 A No.

16 Q If I were to ask you the questions as they
17 appear on Ameritech Illinois Exhibit 12.0 today,
18 would your answers be the same as reflected
19 therein?

20 A Yes.

21 Q And I'd like to refer you now to what's
22 attached as Schedule 1 to Ameritech Illinois

1 Exhibit 12.0. Can you identify this as the
2 Ameritech Electronic Service Ordering Guide
3 Version 3.3?

4 A Yes.

5 Q And does it accurately reflect what it
6 purports to reflect?

7 A Yes, it does.

8 Q Now, I'd like you to turn your attention
9 to four pages of typed questions and answers
10 that's been marked for identification as
11 Ameritech Exhibit 12.1. Is this your
12 supplemental rebuttal testimony in this
13 proceeding?

14 A Yes, it is.

15 Q Was it prepared under your supervision or
16 direction?

17 A Yes.

18 Q Do you have any additions or corrections
19 to make to Ameritech Illinois Exhibit 12.1?

20 A No, I don't.

21 Q If I were to ask you the questions as they
22 appear in Ameritech Illinois Exhibit 12.1 today,

1 would your answers be the same as reflected
2 therein?

3 A Yes, they would.

4 MR. BINNIG: Your Honor, I would move for
5 admission of Ameritech Illinois Exhibits 12.0,
6 including Schedule 1 to 12.0, and Ameritech
7 Exhibit 12.1, and tender the witness for cross
8 examination.

9 JUDGE GUERRA: Off the record for a second.

10 (Discussion off the record.)

11 JUDGE GUERRA: Let's go back on the record.

12 Any objection to the admission of
13 these exhibits subject to cross?

14 Let the record reflect that Exhibits
15 12.0 and 12.1 are admitted subject to cross.

16 (Whereupon, Ameritech
17 Exhibit Nos. 12.0 and 12.1 were
18 admitted into evidence
19 as of this date.)

20 Is there any cross examination?

21 MS. MARSH: AT&T has cross examination.

22 Your Honor, our records reflect that

1 we closed the prior hearing with AT&T Cross
2 Exhibit No. 12. So I will start marking our
3 exhibits as Cross Exhibit No. 13 if that's the
4 approach you'd like me to take.

5 JUDGE GUERRA: That's fine.

6 CROSS EXAMINATION

7 BY

8 MS. MARSH:

9 Q Ms. Foerster, my name is Joan Marsh and I
10 work for AT&T.

11 Can you tell me the nature of your
12 current consulting business?

13 A I provide consulting services to
14 organizations who wish to plan and implement
15 electronic data interchange with their training
16 programs.

17 Q What type of organizations do you provide
18 services to?

19 A A variety of organizations; manufacturers,
20 federal agencies and departments of the U.S.
21 Government, distributors of products and
22 services.

1 Q Have you ever provided your services to an
2 organization that provides telecommunications
3 services to consumers?

4 A Yes, I have.

5 Q And what organizations were those?

6 A Ameritech Communications, Inc.

7 Q I'm sorry. I wasn't clear about my
8 question.

9 Other than your retention for purposes
10 of this case, have you ever offered or provided
11 any services to a telecommunications provider?

12 A No.

13 Q Have you ever worked within the
14 telecommunications industry?

15 A No.

16 Q Have you ever consulted on the use of EDI
17 in connection with the sale of any
18 telecommunications services?

19 A No.

20 Q Prior to your retention, again, in this
21 case, have you ever consulted in the use of EDI
22 in connection with the sale of any

1 telecommunications products?

2 A Yes, Ameritech Communications, Inc.

3 Q Other than your --

4 MS. HIGHTMAN: Can you speak up a little bit,
5 Ms. Foerster.

6 THE WITNESS: Yes. Ameritech Communications,
7 Inc.

8 BY MS. MARSH:

9 Q And was that prior to your retention for
10 this docket?

11 A Yes.

12 Q Other than your work for Ameritech
13 Communications, Inc., have you ever provided any
14 consulting in connection with the use of EDI for
15 the sale of telecommunications products?

16 A No.

17 Q Have you ever been involved with the
18 implementation of EDI for any -- the sale of
19 telecommunications services?

20 A Yes, I have.

21 Q Other than your work for Ameritech
22 Illinois or Ameritech Communications, Inc.?

1 A No.

2 Q Okay.

3 Let me turn your attention to some of
4 the articles that you have prepared.

5 (Whereupon, AT&T Cross
6 Exhibit Nos. 13, 14 and 15 were
7 marked for identification,
8 as of this date.)

9 MS. MARSH: For the record, AT&T has marked
10 cross exhibits. Cross Exhibit No. 13 is an
11 article entitled, EDI, a Strategic Approach;
12 Cross Exhibit No. 14, is an article entitled EDI
13 Primer For Health Care; and Cross Exhibit No. 15
14 is an article entitled Successfully Implementing
15 EDI, A Project Team's EDI Planning Guide.

16 BY MS. MARSH:

17 Q Ms. Foerster, turning your attention first
18 to AT&T Cross Exhibit No. 13, can you identify
19 that exhibit?

20 A Yes, I can.

21 Q What is that exhibit?

22 A That's an article or a small booklet that

1 I wrote several years ago regarding the use of
2 strategic planning principles for planning to
3 implement EDI.

4 Q At the time that you wrote this article
5 regarding a strategic approach, had you at that
6 time had any experiences in consulting in
7 connection with the telecommunications industry?

8 A No.

9 Q Can you turn to Page 3, please. Now, I
10 note, Ms. Foerster, on the -- in the second
11 sentence, you indicate that EDI is an
12 intercompany electronic transmission of business
13 documents in a standard format without human
14 intervention; is that correct?

15 A Yes.

16 Q And you have emphasized the phrase without
17 human intervention?

18 A Hm-hmm.

19 Q Can you tell me why you emphasized that
20 phrase in that sentence?

21 A Because that is where we try to guide our
22 clients in their implementation strategies and

1 approaches.

2 Q Is that a benefit of EDI; that is, able to
3 transact without the need for human involvement?

4 A It's an ancillary benefit.

5 Q And why would that be a benefit to one of
6 your clients?

7 A By eliminating human intervention, you can
8 remove manual tasks and activities from business
9 processes.

10 Q Would you agree with me that if you're
11 able to remove manual tasks and activities, that
12 it's likely that your transactions will be more
13 accurate?

14 A Yes.

15 Q Would you agree with me that if you remove
16 manual tasks and activities, that it's likely
17 that your transactions will be processed more
18 efficiently?

19 A Yes.

20 Q Would you agree with me that if you remove
21 manual tasks and activities, that it's likely
22 your transactions will be processed more quickly?

1 A Not necessarily.

2 Q And why do you say that?

3 A Because it would depend on how frequently
4 a company's internal business systems are
5 executed to process received EDI transactions.

6 MS. MARSH: Could you read that one back for
7 me.

8 (Record read as requested.)

9 BY MS. MARSH:

10 Q I guess I don't understand your answer.
11 Could you explain that for me?

12 A Electronically exchanging business
13 transactions is a mechanism by which companies
14 move EDI formatted data from one of their
15 computing systems to a business partner's
16 computing system for further subsequent
17 processing.

18 Just because you've moved the
19 transactions from one computer to another using
20 the EDI standards doesn't mean that your business
21 systems have to run immediately to process that
22 received data. And in many situations for many

1 companies they don't.

2 Q Would you agree with me that if a
3 transaction is processed electronically over EDI
4 but at the receiving end it's printed out and
5 manually reentered, that that defeats some of the
6 benefits of EDI?

7 A Yes, I would agree with that.

8 Q Can I now turn your attention to AT&T
9 Cross No. 15, a Project Team's EDI Planning
10 Guide. Can you identify that exhibit for me.

11 A Yes. It's a guide that I wrote to help
12 organizations put together a team to begin the
13 planning for the use of EDI.

14 Q What time period did you write this
15 article?

16 A I think that was probably in the '93, '94
17 time frame.

18 Q Can you --

19 A 1993, 1994.

20 Q I'm sorry.

21 Can you tell me when you were first
22 retained by Ameritech in connection with its

1 implementation of EDI?

2 A Okay. In November of 1996.

3 Q Can you turn to Page 13 of AT&T Cross
4 Exhibit No. 15, please.

5 A I'm sorry. Give me the page number
6 again.

7 Q Page No. 13.

8 Referring you to the bulleted
9 paragraph that is entitled Managing Trading
10 Partner Implementation, do you see that
11 paragraph?

12 A Yes, I do.

13 Q In that paragraph you refer to the need to
14 maintain communications links to ensure that
15 information flows freely back and forth.

16 A Hm-hmm.

17 Q For purposes of implementing EDI, is it
18 important to have a good communications link
19 between the party that's implementing it and its
20 trading partner?

21 A Yes, it is.

22 Q Can you tell me why that link is important

1 to ensuring proper implementation?

2 A Companies who would do business together
3 need to exchange information about how they're
4 going to do business together in the nature of
5 that business.

6 Q To ensure a successful implementation of
7 EDI, would you agree with me that it is important
8 that there be full communication between the
9 parties about their experiences?

10 A Yes.

11 Q Can you identify any situation in which it
12 would be appropriate for the implementing party
13 to withhold information from its trading partner
14 regarding implementation of the EDI?

15 A I don't understand --

16 MR. BINNIG: Let me object to the form of the
17 question. I think it's too vague. You're asking
18 her to identify any conceivable circumstance
19 where that will not be appropriate.

20 MS. MARSH: I'm asking her as an expert in
21 EDI to identify for me any situation in which she
22 believes it would be appropriate to withhold